

# **Applications Operations Why Outsource Now?**

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Gary Fernandes  
Senior Vice President  
EDS



If you would like a copy of Mr. Fernandes' presentation, please fill out this form and give it to Christine Carter, Conference Coordinator, or mail it to her attention at INPUT, 1280 Villa Street, Mountain View, CA 94041.

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**PROFILE**

**CAPABILITIES**

- Gary J. Fernandes is a senior vice president of EDS and a member of the EDS Board of Directors. He is also a member of EDS' Leadership Council, which was created in 1989. In addition, Mr. Fernandes provides guidance for the corporate business development, corporate marketing, and strategic planning areas of EDS.

**BACKGROUND**

- Before beginning his career at EDS, Mr. Fernandes served as a commissioned officer in the U.S. Army's Adjutant General Corps for three years, gaining expertise in systems analysis and design.
- Mr. Fernandes joined EDS as a systems engineering trainee in 1969. From there, he progressed quickly to project manager in 1970, account manager in 1971, branch manager in 1972 and marketing representative in 1974. Two years later, he was appointed director of industry marketing for EDS Federal Corp. and in 1977, was named its vice president of marketing.
- The following year, Mr. Fernandes established EDS' Government Services Group and was named its first president. From this position, he led the operations of all EDS business in the federal, state, and local arena, as well as all business development initiatives in the public sector.
- In 1979, Mr. Fernandes became group vice president of EDS' Information Technology Group. There, he continued to build EDS' federal government business and also developed a method for creating synergy between EDS' government business and its commercial business. During this time, he directed major U.S. federal defense projects and in less than two years, developed EDS' defense business into an operation that contributed significantly to EDS' total revenue.



- After playing an important role in forming EDS' relationship with General Motors Corporation, Mr. Fernandes then assumed responsibility for EDS' international operations. From London, England, he greatly expanded EDS' commercial business while also successfully directing the activities of 21 General Motors Corporation international data processing operations.

#### **EDUCATION**

- B.A., Economics, Baylor University, Waco, Texas

